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Opportunity Profile

Senior Account Executive

Location: Calgary

About geoLOGIC

Trusted, premium-quality energy data and insights

geoLOGIC is a leading information services company driven by a mission to provide premium-quality data, software, analytics, news and actionable insights to the energy industry. The solutions they deliver empower their clients to make vital decisions that drive growth and efficiency, as well as reduce risk and maximize returns. geoLOGIC (www.geologic.com) is headquartered in Calgary with teams in London and Houston, and is a portfolio company of BV Investment Partners (www.bvlp.com).

Founded in 1983, geoLOGIC has built its business around people: clients, employees, and communities. As the organization has grown, they have retained a laser-like focus on the customer experience. geoLOGIC employs teams of analysts, engineers, geologists, journalists, data entry specialists, designers, developers and managers who are dedicated to acquiring, growing, improving, and delivering premium oil and gas information. geoLOGIC delivers a uniquely 360-degree perspective on energy company and asset-level performance that's vital to producers, suppliers, consultants, governments, and agencies throughout the global energy value chain:

- **Premium subsurface data and workflow tools:** Focus operational priorities with engineering and geological insights for Canada and the United States, updated daily.
- **Analysis-ready financial and operating data:** Monitor global energy company performance with a focus on deals, costs, cash flow and ESG/emissions.
- **Compelling media solutions:** Market-leading daily news and analysis on upstream and midstream sectors, supported by cleantech and ESG coverage.

In October 2024, geoLOGIC announced the appointment of a new Chief Executive Officer who has set the organization on a path of evolution from a respected niche supplier to the Canadian upstream market to an international solutions provider. Looking to the future, geoLOGIC will be focused on delivering strong growth, building on its strong foundation to provide a unique suite of solutions and definitive insight that customers trust to navigate the energy future.

The Role: Senior Account Executive

As a **Senior Account Executive** at geoLOGIC Systems, you will be responsible for driving net-new revenue growth by selling industry-leading software, data, and analytics solutions into the upstream and midstream energy sector. This role is built for a true hunter—someone who excels at identifying whitespace opportunities, opening doors, creating value, and consistently closing new business.

You will manage a complex enterprise sales cycle, engage with technical and executive stakeholders, and apply strategic thinking to understand market dynamics, competitive offerings, and evolving client needs.

The ideal candidate is a self-starter with a strong solution-selling mindset, a passion for building new business, and the ability to thrive in a fast-paced, high-performance environment.

Reporting to the Sales Manager, you will work closely with geoLOGIC's Product Specialists, Solutions Engineers, and Marketing teams to deliver compelling demonstrations, proposals, and commercial outcomes. Your success will directly contribute to achieving and exceeding the company's annual new-business revenue targets.

Key Duties & Responsibilities

- Prospect, identify, and secure net-new logos across the North American upstream and midstream oil & gas market.
- Develop a strategic, metrics-driven hunting plan for territory penetration and revenue growth.
- Generate and qualify pipeline through cold outreach, networking, referrals, and industry events.
- Lead the full enterprise sales cycle—from discovery and technical alignment through proposal, negotiation, and contract execution.
- Deliver compelling demos and presentations, partnering with internal specialists to articulate geoLOGIC's value.
- Engage with C-suite, VP-level, and technical stakeholders, building trusted relationships and driving business outcomes.
- Represent geoLOGIC at conferences, trade shows, and customer meetings as a knowledgeable and polished industry ambassador.
- Maintain accurate CRM documentation, including forecasting, deal progression, and account intelligence.
- Collaborate cross-functionally with Product, Engineering, Marketing, and Customer Success to ensure successful deal execution and client onboarding.
- Stay informed on market trends, competitor offerings, and emerging customer workflows, positioning geoLOGIC as a value-driven technology partner.

The Person

- 4–7+ years of outside sales experience in enterprise data, SaaS, analytics, or technology solutions.
- Bachelor's degree in Business, Engineering, Geoscience, or equivalent experience preferred.
- Proven hunter mentality with a track record of consistently acquiring new logos and exceeding quota.
- Demonstrated ability to own a \$1M–\$2M+ ARR territory with success in meeting or surpassing annual revenue targets.

- Experience selling into upstream oil & gas workflows (geoscience, drilling, completions, production optimization, reserves, or related domains).
- Strong consultative and solution-selling skills with the ability to influence both technical users and executive decision-makers.
- Successful track record navigating long, complex sales cycles involving multiple stakeholders and business units.
- Experience with target account selling, value selling, and account-based strategy.
- Proficiency with Salesforce (or similar CRM), Microsoft Office, and virtual communication tools.
- Highly motivated self-starter with a strong drive for results and ability to work independently.
- Excellent presentation, negotiation, and communication skills with a polished, professional executive presence.
- Strong collaborator with a desire to contribute to a team-oriented, high-performance culture.
- High standards of honesty, professionalism, and integrity.
- Knowledge of geoLOGIC and competitive solutions is a strong asset.

Compensation

A competitive compensation package including base and commission structure will be provided. Further details will be discussed in a personal interview.

Express Your Enthusiasm

Email a convincing cover letter and tailored resume (PDF or Word) to **Shalini Bhatti or Chelsey Howarth** at apply@leadersinternational.com, indicating the job title in the subject line of the email.

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